FSC-193-B

ROU Brief - 12/31/97

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

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➡ Forsyth Bundling Calculation Forms

(Contact: Mike Moore, #2858)

- Forsyth Bundling Calculation Forms now available in F3-Fill. Go to Order Forms, then Forsyth Bundling Calculation Forms. Each form automatically calculates as much information as it can. Some information will be needed from you. Help screens are available to assist with questions. Three forms available:
  - Direct Retail Chain Bundling Summary Form (for chains that purchase from their own Direct Account.
  - Indirect Retail Chain Bundling Summary Form (for chains that purchase from an outside Direct Account).
  - Direct Account Bundling Calculation Form (for all Direct Account Bundling examples).
- These tools were developed to show your PL accounts the value that Private Label offers when bundled with all of our other programs.

➡ 1998 Temporary Display Illustrations

(Contact: Dick Luongo, #6110)

- 1998 Temporary Display Illustrations now available on RJR Intranet/ Subscriber.
  - Click on Sales
  - Click on Temporary Displays for 1998

➡ 1-Ctn Access

(Contact: Marty Haynes, #2562)

- Following 1-ctn access items will be discontinued March 31, 1998 or upon inventory depletion:

Item #	Description
385783	4.0' L/P 1-Ctn access security door
385772	4.0' M/P 1-Ctn access security door
385761	4.0' H/P 1-Ctn access security door
385860	2.5' L/P 1-Ctn access glass panel kit
385882	2.5' 5-Ctn high add-on glass panel
385904	3.0' 5-Ctn high add-on glass panel
385893	3.0' L/P 1-Ctn access glass panel kit
388357	3.0' ULP 1-Ctn access security door
388379	4.0' ULP 1-Ctn access security door
388368	2.5' ULP 1-Ctn access security door

- For future unique needs for 1-Ctn access, special request form must be completed and sent to appropriate Trade Marketing contact.

➡ 1-Sided Wood Merchandisers

(Contact: Marty Haynes, #2562)

- The following 1-sided fixtures will be discontinued as of March 31, 1998.

Item #	Description
508961	2.5' ULP all carton - wood
508982	2.5' MP all carton - wood
508991	2.5' HP all carton - wood
509042	4.0' ULP all carton - wood
509000	3.0' ULP all carton - wood
509051	4.0' LP all carton - wood
509171	4.0' LP all pack - wood
509012	3.0' LP all carton - wood
509132	3.0' LP all pack - wood

- After discontinuation date, if a new world fixture does not meet specific needs, these units will be available as a special. Allow a six week lead time beginning in April.

➡ WINSTON Presence Materials

(Contact: Floyd Cook, #3466)

- Following WINSTON presence materials now on open order.

Description	Item #	SKU Pack
Sm WINSTON "No Bull Decal"	527800	1 Per
WINSTON Cup Drivers Poster	535295	30
WINSTON 3D Pk Stick On	529553	1 Per

- These items will be discontinued once inventories are depleted.

➡ SALEM POS Creative Change

(Contact: Floyd Cook, #3466)

- Effective with orders beginning 12/29/97, SALEM workplan and pricing POS will feature new green and white look more consistent with the pack. Additionally, old tagline "Move to Smooth" will change to "Taste Sensation."

51851 8001

Sales Retail

1221 1222
1223
1224 1226
1225 1228
1226
1229
1240

Source: https://www.industrydocuments.ucsf.edu/docs/tzyn0000